



U.S. AIR FORCE

Business & Enterprise Systems



Small Business Program



Mrs. Denise Baylor
Director of Small Business Programs
Air Force Program Executive Office for
Business and Enterprise Systems (AFPEO BES)
6 Nov 13

Integrity - Service - Excellence



BES Small Business Performance



<u>SMALL BUSINESS STATISTICS</u> as of Sep 2013 Category	FY13 AFLCMC/SB Senior Leader Performance Expectation (SLPE)	FY13 YTD	FY12 YTD
Small Business (SB)	28.30%	32.72%	22.18%
Small Disadvantaged Business (SDB)	16.52%	26.68%	15.57%
Women Owned SB (WOSB)	1.47%	3.10%	1.38%
Historically Underutilized Business (HUBZone)	0.37%	1.31%	0.35%
Service Disabled Veteran SB (SDVOSB)	0.91%	1.79%	0.86%
PEO/BES Small Business Obligated Dollars	\$193M	\$107M	\$151M



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Leadership and Accountability



DEPSECDEF 10 Feb 2012
Memo - Advancing SB
Contracting Goals for FY12 -
Establishes FY12 Mandatory
Performance Element for SES
Performance Criteria SECAF -
CSAF 4 Aug 12

FY13 NDAA – MADE IT
“LAW” SES Performance
Element BOTTOMLINE:
Senior Leader
Accountability -- A Visible
DIFFERENCE --



THE SECRETARY OF THE AIR FORCE
CHIEF OF STAFF, UNITED STATES AIR FORCE
WASHINGTON DC



AUG 4 2012

MEMORANDUM FOR ALMAJCOM-FOA/CC

SUBJECT: Expectations for Senior Leaders in Achieving Our FY12 Small Business Goals

Dynamic small businesses play a central role in strengthening our industrial base and improving the performance and outcomes of the Air Force acquisition system. Small businesses not only lead the Nation in innovation, but they also drive competition and are incubators of job growth – creating two of every three new jobs in America. The small business industrial base has performed superbly for our Air Force in a number of mission-critical areas. In fact, small businesses account for the vast majority of contract work performed in our operational commands. In many cases, small businesses have employed business models that have saved the Air Force millions of dollars, produced key warfighter innovations, and provided agility and customer-focused service in an exemplary and highly responsive manner.

Recognizing the significance of a strengthened small business industrial base, Deputy Secretary of Defense Carter (DepSecDef) mandated senior executive members who acquire services or supplies, direct other Department of Defense (DoD) organizations to acquire services or supplies, or oversee acquisition officials have their FY12 performance plans amended to include a new small business performance element. This new mandate for FY12 and beyond reflects the Department’s commitment to ensure senior leadership accountability in promoting robust Small Business Program implementation and increased small business utilization across the DoD.

We are working with our civilian senior executives (CSE) to ensure those who meet the DepSecDef’s criteria have their performance plans modified to include the new mandatory performance element. While this performance element is directed at our CSE Corps, we expect our commanders to ensure all general officers with similar duties demonstrate the same level of leadership commitment.

Mr. Joseph McDade, Director of our Small Business Program, has the lead for the Department of the Air Force in providing you with additional guidance and assistance in meeting the expectations established by the DepSecDef.

Michael B. Donley
Secretary of the Air Force

Norton A. Schwartz
General, USAF
Chief of Staff

Attachment:
DepSecDef Memo, “Advancing Small Business Goals in FY 2012,” dated 10 Feb 2012



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Way Ahead



- **FY 13: Sequestration = Steepest Budget Cuts Since World War II**
 - 19% reduction in dollars going to small businesses, but only a 0.75% decline on AF SB Program Performance
- **FY 14: Air Force Senior Leadership Committed to Small Business**
 - Use the Rule of 2 for small business set-aside opportunities
 - Specific new break out opportunities for SBs will be identified;
 - Focused SB Industry Days;
 - SB industry round tables;
 - Renewed emphasis on forecasting SB contract opportunities & market research.



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www.AirForceSmallBiz.org



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PUTTING INNOVATION, EFFICIENCY & AGILITY TO WORK IN SUPPORT OF THE AIR FORCE MISSION

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Policy

- ▶ Air Force: Maximizing Opportunities for Small Businesses Under the Simplified Acquisition Threshold
- Signed 13 Dec 2012
- ▶ Air Force: Expectations for Senior Leaders in Achieving FY12 Goals
- Signed 4 Aug 2012
- ▶ SAF/SB: Size Standards and their Impact on Small Businesses
- Published 1 Aug 2012
- ▶ DPAP: Small Business Set-Asides Under the SAT
- Signed 11 Jul 2012
- ▶ Air Force: Small Business Policy Standardization Memo



Studies

- ▶ CRS: Legal Protections for Subcontractors on Federal Prime Contracts
- Published 10 Dec 2012
- ▶ CRS: Federal Acquisition Regulation (FAR): Answers to Frequently Asked Questions
- Published 16 Nov 2012
- ▶ CRS: Federal Contracting and Subcontracting with Small Businesses [update]
- Published 11 Sep 2012
- ▶ CRS: Contract "Bundling" Under the Small Business Act: Existing Law and Proposed Amendments
- Published 11 Jun 2012
- ▶ HASC: Challenges to Doing Business with the Department



News

- ▶ Acting Under Secretary presents AF small business achievement awards (Wright-Patterson AFB)
- 17 Dec 2012
- ▶ Acting Under Secretary applauds small business at 4th FW (Seymour-Johnson AFB)
- 17 Dec 2012
- ▶ SB Set-Asides Under NETCENTS-II
- ▶ OSD: Air Force Awarded Most Improved Small Business Program 2012

Director's Welcome

The Air Force Office of Small Business Programs is attuned to small business needs. We're organized to use policy, programs, strategy, assistance and operations to ensure the Air Force benefits from all that small business have to offer to meet mission requirements.



Director Mr. Joseph McDade, Jr.

Locate a Small Business Specialist

Use the Air Force Office of Small Business Programs Locator to find the right Small Business Specialist for your opportunity.



CLICK TO START SEARCH ▶

Contract Opportunities

Search the acquisition forecast database to





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Websites



Sell to the Air Force

www.AirForceSmallBiz.org

BES Vendor Communication Web link

<http://www.gunter.af.mil/events/businessandenterprisesystems/index.asp>

DOD Office of Small Business Programs

<http://www.acq.osd.mil/osbp>

Small Business Administration (SBA)

<http://www.sba.gov>

System for Award Management (SAM)

<https://www.sam.gov>



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Contact



Denise Baylor

Director of Small Business Programs
AF Business and Enterprise Directorate
(334) 416-4137
denise.baylor@us.af.mil